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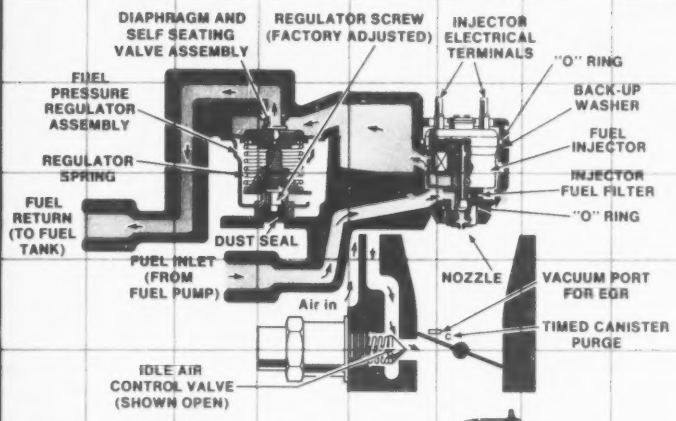
automotive FLEET

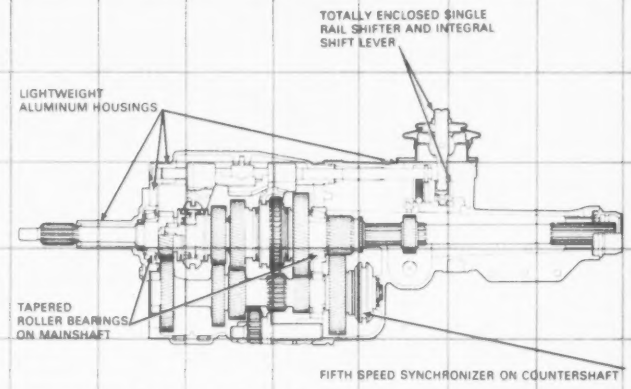
THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

1982 — The Technical Evolution Continues

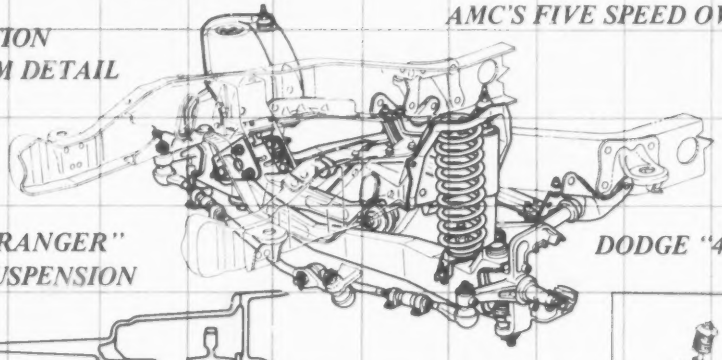
New Car Issue



GM'S FUEL INJECTION METERING SYSTEM DETAIL

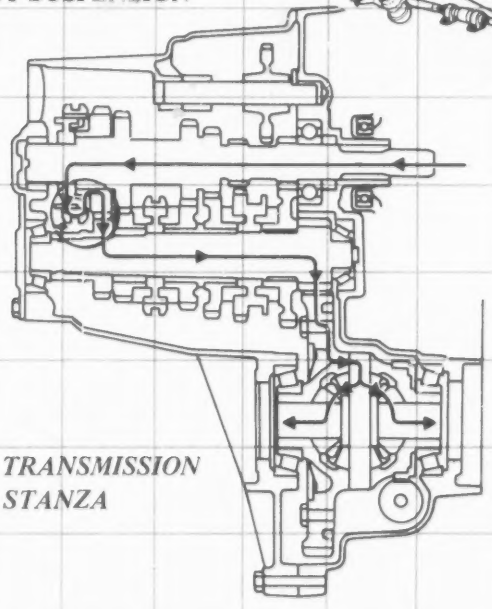


AMC'S FIVE SPEED OVERDRIVE TRANSMISSION

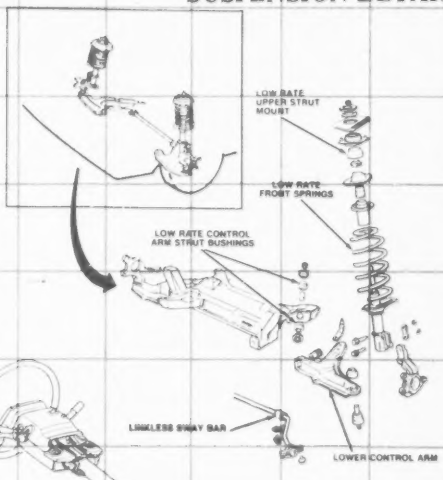


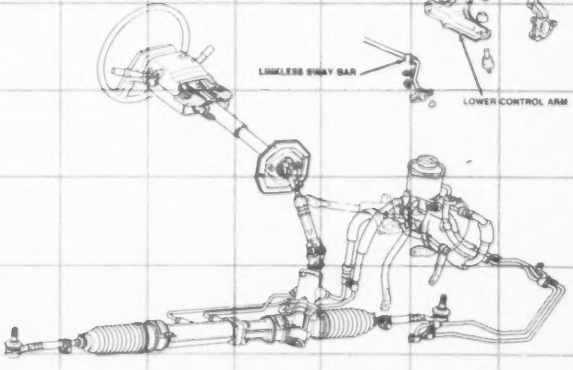
FORD'S "RANGER" FRONT SUSPENSION

DODGE "400" FRONT WHEEL DRIVE SUSPENSION DETAIL



OVERDRIVE TRANSMISSION FOR NISSAN STANZA





CELICA AND SUPRA POWER STEERING SYSTEM

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THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Volume 20, Number 12

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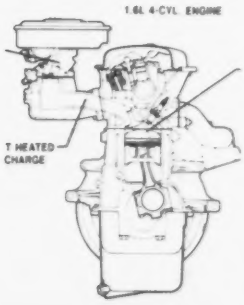

On our cover: 1982 is a year of technical evolution, as evidenced by these engineer's drawings for some of the new cars.

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NAFA Queries Administrators Of 96,000 Autos

124 American, 13 Canadian fleets surveyed.

GENERAL FINDINGS

Fleet administrators are switching to cars with smaller engines for the 1982 model year. Thirty fleets reported that they will be using 4 cylinder engines in their compact and sub-compact models. For their mid-size cars, ten managers said they would be using 6 cylinder engines while five fleets state they will be ordering diesel engines for their cars for the first time in 1982.

Driver comfort and convenience may be getting pushed aside for the first time in a few years as fully 15 fleets said they will be ordering manual transmissions, especially in their compact and sub-compact-size cars. Air conditioning remains on almost all cars, regardless of size.

Accounting for 60 percent of new orders will be the four-door car, the most popular style among fleet managers. The five-door hatchback is gaining popularity and combined with the four-door sedan, these cars will total for almost 3/5 of all new car acquisitions for 1982.

The smaller two-door sedans and three-door hatchbacks will account for some 15 percent of the marketplace, while station wagons will be about seven percent of the cars acquired. Sports cars and other specialty models will figure into the totals at approximately one percent for each of their market shares.

The mid-range in price and quality is becoming more and more popular; 69 percent of new cars will be middle line, while only 22 percent will be top-line cars with only eight percent coming from the bottom line of the model choices.

INSURANCE GROUP

This large group is represented by 32 fleets operating 28,716 passenger cars, of which 22,002 are company-owned and 6714 are leased.

During the 1982 model year, three percent of acquisitions will be of sub-compacts, 87 percent will be compacts, eight percent will be mid-sized and only two percent of the cars acquired will be large. While in 1981 these fleets increased in size by 10,080 cars, they will add 10,385 new vehicles in 1982.

Eight fleets in this group said they will be using 4-cylinder engines in their cars; two were switching from V8 engines to 6 cylinders, and two others said they would be using diesels for the first time in their fleets. Five of the groups said their cars would come equipped with standard transmissions.

Fully 72 percent of the insurance cars will be middle-line; 16 percent will be top-line and 11 percent will be bottom line models. As far as body styles of these cars go, 45 percent will be four-door sedans with 24 percent five-door hatchbacks. Two-door sedans will fill 20 percent of the orders and six percent will be for three-door hatchbacks. One percent will be for sports cars while four percent will be accounted for by station wagons; two fleets said they would order specialty cars and only one said it would be ordering a few imports.

A "selector list" is available to drivers in 19 fleets from which they can choose the car they wish to drive; nine fleets said the operator could choose the model to be acquired and eight percent said some accessories could be ordered at the operator's expense.

FOOD AND BEVERAGE GROUP

This group surveyed is represented by 17 fleets comprising a total of 10,024 passenger cars (5314 company-owned, 4710 leased).

They plan to acquire 4186 new cars in 1982, compared with 3795 in 1981. Two fleets will order sub-compacts accounting for one percent of the total; 89 percent will be compacts; eight percent will be mid-sized and only one percent will be large cars.

Five fleets will be using four-cylinder engines while two are switching to V6 powerplants and one will start using diesels this year. One fleet said it would order manual transmissions "if requested".

Fifty percent of the cars this year will be middle-line, 27 percent will be bottom-line, while 23 percent will be top-of-the-line autos. Of these, 3/4 of the cars will be four-door sedans, with 19 percent five-door hatch models. Four percent will be two-door sedans and three-door hatchbacks with another three percent accounting for station wagons. Only two fleets said they would order any sport models, while no fleet expressed an interest in specialty cars. One fleet said it would consider some imported cars.

The operator may choose the make of car in ten fleets; five permit choice of model while only two permit choice of engine by the operator. Five fleets permit a choice of options at extra cost while five fleets give the operator no choice in the acquisition process.

MANUFACTURING-CONSUMER GROUP

This group consists of 16 fleets accounting for a total of 10,811 cars, with 4957 of those company-owned and 5854 leased. They acquired 4235 cars in 1981; in 1982 they plan to add 4635 cars to their fleets. These will be seven percent sub-compact, 73 percent compact, 18 percent mid-size and only two percent large cars.

Two of these fleets are switching to 6 cylinder engines while three are going to the efficient 4 cylinder powerplants. One fleet reported that it has become company policy to order no cars with V8 engines, certainly something which would have been unheard of only five years

ago. Only one fleet said it would be ordering standard transmissions.

More than 90 percent of all the vehicles will be middle-line cars; six percent will be top-line while another one percent will account for bottom-line models. Fifty-six percent of the cars will be four-door sedans; 14 percent will go to five-door hatch models. Two-door sedans will make up 22 percent of the fleets while two percent will be three-door hatchbacks. Six percent will be station wagons; one will order a few sports cars while four fleets said some specialty cars are on their shopping list.

Out of the fleets, 12 of them give the operator some choice as to the make to be ordered; six give a choice of model to the operator; one permits a choice of engine. Three fleets permit no option choices for the operator while seven of them allow the operator to add options . . . at the operator's expense.

Four-door sedans account for 65 percent of the new acquisitions; three percent will be five-door hatch models; 17 percent will be for two-door sedans; 11 percent will be for station wagons. Three fleets plan on ordering specialty models while one fleet expressed an interest in sports models for some of their new line-up.

Seven of the nine fleets allow the operators to choose

1982 NEW CAR ACQUISITION SURVEY SUMMARY

	Current Composition of Fleet							Fleet Acquisition by Category			
Group	Number of Cars	Sub-Compact	Compact	Mid-Size	Large	1981 New Car Buys	1982 Planned New Car Buys	Sub-Compact	Compact	Mid-Size	Large
Drug & Cosmetics (9)	8,039	16	942	6,152	929	2,781	3,143	100	1,563	1,371	109
Mfg. Consumer (16)	10,711	100	4,606	4,566	1,439	4,235	4,635	340	3,372	823	100
Chemical & Petroleum (13)	7,182	–	348	6,256	578	3,116	3,313	17	252	2,783	261
Food & Beverage (17)	10,024	3	5,524	4,355	142	3,795	4,186	50	3,748	336	52
Insurance (32)	28,716	229	13,859	13,322	1,306	10,080	10,385	312	9,002	897	174
Mfg. Industrial (22)	20,222	750	4,510	11,725	3,237	8,859	9,039	1,263	6,252	1,275	249
Miscellaneous (15)	8,211	391	1,419	5,829	572	2,396	2,808	461	1,488	749	110
TOTALS (124)	**93,105**	**1,489**	**31,208**	**55,205**	**8,203**	**35,262**	**37,509**	**2,543**	**25,677**	**8,234**	**1,055**

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NAFA CAR CATEGORIES

Sub-Compact: Wheelbase of less than 100 inches and a curb weight of under 2,300 pounds.

Compact or Small: Wheelbase between 100 and 106 inches and a curb weight of between 2,300 and 2,799 pounds.

Mid-Size: Wheelbase of between 106 and 114 inches with a curb weight of between 2,800 and 3,399 pounds.

Large: Wheelbase of more than 114 inches and a curb weight of more than 3,400 pounds.

COMPOSITE FLEET

According to the survey responses the typical fleet consisted of 750 units made up of:

Sub-Compacts	15
Compacts	248
Mid-Size	420
Large	67

These fleets plan to acquire 302 new cars during the 1982 model year. They will be distributed in this way:

Sub-Compacts	21
Compacts	205
Mid-Size	67
Large	9

the make of car; six give a model choice; seven permit optional equipment to be ordered for a specific additional charge.

MANUFACTURING-INDUSTRIAL

There are 22 fleets in this group accounting for 20,622 cars, of which 8663 are company-owned and 11,959 are leased.

During 1981, these fleets acquired 8859 new cars; in 1982 this total will climb to 9039. Of the new acquisitions, 14 percent will be sub-compacts, 69 percent will be compacts and another 14 percent will be mid-sized cars. The large car acquisition will drop drastically to a total of only three percent of new orders.

Five of the fleets answering the survey said they were planning to use 4 cylinder engines in their smaller cars while one is planning diesel usage in their mid-size and large cars. One fleet bucks the trend we've seen so far by ordering V8 engines for the mid-size autos. Six fleets are ordering some standard transmissions for use primarily with their 4 cylinder engines. Cruise control is being ordered as standard by a majority of the respondents in this group.

Middle-line cars will account for more than 70 percent of the acquisitions while 25 percent of the orders will be for top-line cars. Two percent of the cars ordered will be from the bottom of the line. Of these totals, four-door sedans account for 68 percent of the cars; five-door hatch units make up 14 percent of the orders. Seven percent of the cars are two and three-door models while station wagons account for about ten percent of the orders. Three fleets each plan to add some sports and specialty cars to their collections.

Twenty of the surveyed fleets give the operator some choice in the new car acquisition program. Nineteen allow choice of make; 18 allow choice of model; three allow engine choice and a large number, 16, allow the operator to choose (and pay for) some extra options.

CHEMICAL AND PETROLEUM

This group operates 7486 cars (4207 company-owned and 3279 leased). There are currently no sub-compacts in the chemical and petroleum groupings. In 1981 the fleets acquired 3116 new cars; that figure in 1982 will rise to 3313 new models. Of these cars, one percent will be of the sub-compact variety, eight percent will be compacts, 84 percent will be mid-size cars and seven percent will be large cars.

One fleet is switching from 6 to 4 cylinder engines; another is planning to change from V8 power to 6 cylinders. No fleet plans to make use of standard transmissions.

More than 70 percent of the new car orders will be for middle-line vehicles; 27 percent will be for top-line cars. Less than 1/2 of one percent of the orders will be for bottom-line vehicles. Nearly 80 percent of the orders will be for four-door sedans while 17 percent will be for two-door sedan models. Two percent will be for five-door hatchbacks and two percent of the cars will be station wagons. One fleet planned to order some specialty models; no one planned to acquire any sports cars or three-door hatchbacks.

Every fleet in the group allows the operator some part in the selection process. All allow choice of model; four allow the addition of extra equipment.

DRUGS AND COSMETICS

This category presents a difference in that out of a total of nine fleets operating 8041 passenger cars, fully 7961 of the cars are leased while only 80 are company-owned.

In 1981, they acquired 2781 new cars; they plan in 1982 to increase that total to 3143 cars. Of that total, 50 percent of the cars will be compact size, 44 percent will be of mid-size while large cars and sub-compacts will each account for three percent of the new cars ordered.

Two of the fleets are switching from 8 cylinders to 6 for 1982; three are switching to the economical 4 cylinder engines and one is going the diesel route this year. Only one fleet reported ordering standard transmissions with their new cars. Sixty percent of the new cars will be top-line, while 39 percent will be mid-range with only one percent bottom of the line models.

CANADIAN SURVEY RESULTS

Thirteen fleets operating 3436 cars answered the NAFA survey. Company-owned cars account for 1207 of the total; leased cars make up the remaining 2229 units. In 1981, these Canadian companies acquired 1484 new cars and in 1982 they plan to up that figure to a total of 1567 new passenger cars. These new cars fall into the following classes: 15 percent sub-compact, 28 percent compact, 56 percent mid-size and only one percent large fleet cars.

Two fleets are switching to 4 cylinder engines and one is switching to 6 cylinders. One fleet has adopted a "no 8 cylinder" policy. One fleet is ordering manual transmissions for use in their 4 cylinder sub-compact cars.

Sixty-five percent of the new cars will be middle-line models; 26 will be top-line cars; eight percent will be bottom-line autos. Seventy percent of the fleet cars will be four-door sedans and five-door hatchbacks; 17 percent will be two-door sedans and three-door hatch units; station wagons total seven percent of the orders and sports models account for six percent of the new cars. No specialty cars were in the works for any of the fleets surveyed by NAFA.

MISCELLANEOUS (OTHER)

This group consists of banks and financial institutions, universities, computer technology companies and wholesalers. There are 15 fleets in this group consisting of a total of 8211 passenger cars, 3665 company-owned and 4646 leased. These groups acquired 2396 new cars in 1981; they plan to add 2808 new cars to their fleets in 1982.

Fifty-four percent of the new cars will be middle-line models while 25 percent will be bottom-line. Twenty-one percent will be top-of-the-line autos. Four-door sedans account for 62 percent of the 1982 cars; five-door hatch models take another 19 percent. Two and three-door sedan/hatch models each account for three percent of the acquisitions; station wagons take 11 percent of the new car orders. Specialty cars will account for about two percent of the 1982 models acquired by these 15 fleets.